

# RJ REYNOLDS

TOBACCO COMPANY

# COPY

J. CAMPBELL / ROU 1610  
PROMOTIONAL COORDINATOR

8899 MAIN STREET  
WILLIAMSVILLE, NY 14221  
(716) 634-4179  
FAX (716) 634-3145

January 5, 1998

RJR Account #647510

Ms. C. Hulett

TRADING PORT

**FEBRUARY: DORAL B1G1F / PROMOTION #800018**

Dear Cathi:

DORAL B1G1F *pre-sleeved* product (6M) has been ordered (see quantities listed below), as well as **15** skus of B1G1F Displays (Item #536645) to pack and ship this promotion to your participating retail accounts.

DORAL BRAND STYLE	B1G1F UPC Code	#/ (6M) Cases B1G1F
<i>Light 100</i>	12300-24961	<u>1</u>
<i>Light Men 100</i>	12300-24963	<u>1</u>

**DISPLAY DETAIL (#536645)**

EACH PRE-SLEEVED 6M CASE CONTAINS 30 WHITE CARTONS.

EACH WHITE CARTON CONTAINS 5 PRE-SLEEVED B1G1F DEALS

EACH DISPLAY CONTAINS 4 WHITE CARTONS OR '20 B1G1F OFFERS'

**PO #012698**

**Product / Display Arrival:**

**Ship Date to Retail:**

**SKU CUBE :**

**SKU WT (w/o Product):**

**Retail Sales Offer per Sku:**

**Billing per Sku:**

**EFT \$ Amount:**

**January 26, 1998**

**Week of: February 9, 1998**

**0.4965**

**1.1700 lbs**

**20 Offers**

**2 Savings Cartons**

**\$119.35**

*Cancelled  
1/8/98  
Moved to  
Mohawk*

*Ym to Mike Tinsler 1/9/98 (Linda?)  
+ Displays*

51859 4766

**PROMOTION DESCRIPTION:** SEE ENCLOSED '*WHOLESALE PACKING INSTRUCTIONS*'.  
UTILIZE PRE-ASSEMBLED DISPLAY. BECAUSE THIS PRODUCT IS **PRE-SLEEVED**, IT IS NOT  
NECESSARY TO 'LOAD' DISPLAY. RETAILERS WILL HANDLE DISPLAY SET-UP AT STORE LEVEL.  
(A '*RETAILER PROMOTIONAL PACKING EXPLANATION SHEET*' IS INCLUDED IN EACH DISPLAY).  
SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED *CUSTOMER*  
*LIST*.

**DISPLAY LOAD:**

**\*2 CARTONS EACH STYLE: DORAL LIGHT 100 / LT MEN 100**

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$14.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$9.80 (0.7 (12M) case(s) @ \$14.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell  
Promotional Coordinator / 1610

/jc

cc: 162303

L. E. MacWilliams

Enclosures:

- Customer List
- Wholesaler Packing Instructions
- Promotion Flyer

**Note to RJR Manager:**

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

FEBB1G1F.DOC

51859 4767

WHOLESALER : 647510 TRADING PORT, INC. <DIRECT>  
TEMPLATE : 800018 80200 DOR FEB B1G1F  
TEMPLATE SEQ : 0031  
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162205	162237	535904	HAWLEY MARKET	824 HAWLEY AVE	SYRACUSE	NY	13203	3			9432	(115)476-0735
162303	162322	425467	J&P QUIK STOP LTD.	1288 MAIN ST	ROTTERDAM JUNC	NY	12150	1				(518)887-5100
162303	162234	764466	NANCY'S	7209 MOHAWK DRIVE	TRIBES HILL	NY	12177	1				(518)829-7007
162304	162321	020910	COLONIAL DELI MART	280 MIDDLETOWN RD	WATERFORD	NY	12188	1				(518)233-1310
162304	162321	437417	EASY MART	ROUTE 67	JOHNSONVILLE	NY	12094	1				(518)753-6529
162305	162326	682879	J&B'S DELI	2510 ROUTE 9W	RAVENA	NY	12143	1				(517)756-2346
162305	162326	767623	SUNNY'S DELI	334 DELAWARE AVE	ALBANY	NY	12209	2				(518)463-5306
162306	162325	176084	WALT'S GROCERY R	47 WASHINGTON ST	RENSSELAER	NY	12144	2				(518)462-3814
162306	162325	357600	WALT'S GROCERY T	77-81 CONGRESS ST	TROY	NY	12180	1			9731	(518)273-8951
162306	162325	514679	WALT'S GROCERY H	109 HAMPTON AVE	RENSSELAER	NY	12144	1				(518)462-9100

PAGE BREAK TOTAL ACCOUNTS 10 TOTAL QUANTITY 14

TEMPLATE TOTAL ACCOUNTS 10 TOTAL QUANTITY 14

51859 4768